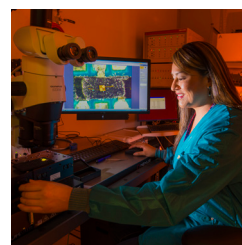
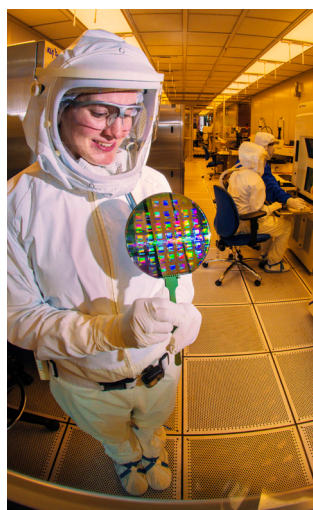


SANDIA NATIONAL LABORATORIES

ECONOMIC IMPACT | 2015





Jill Hruby

President and Laboratories Director

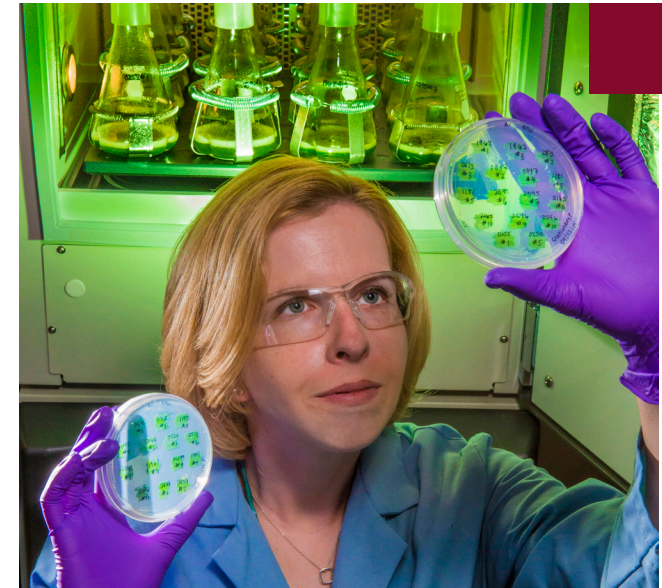
"Qualified, diverse small business suppliers assist Sandia National Laboratories in fulfilling our national security missions. We are committed to this valuable partnership, which spurs economic growth in New Mexico and across the country."

National Security



NUCLEAR WEAPONS

Sandia's primary mission is ensuring the U.S. nuclear arsenal is safe, secure, and reliable, and can fully support our nation's deterrence policy.



We provide technical solutions for global security by engineering and integrating advanced science and technology to help defend and protect the United States.

DEFENSE SYSTEMS & ASSESSMENTS

exceptional service in the national interest



Programs

We strive to become the laboratory that the U.S. turns to first for technology solutions to the most challenging problems that threaten peace and freedom for our nation and the globe.

ENERGY & CLIMATE

Sandia enhances the nation's security and prosperity through sustainable, transformative approaches to our most challenging energy, climate, and infrastructure problems.

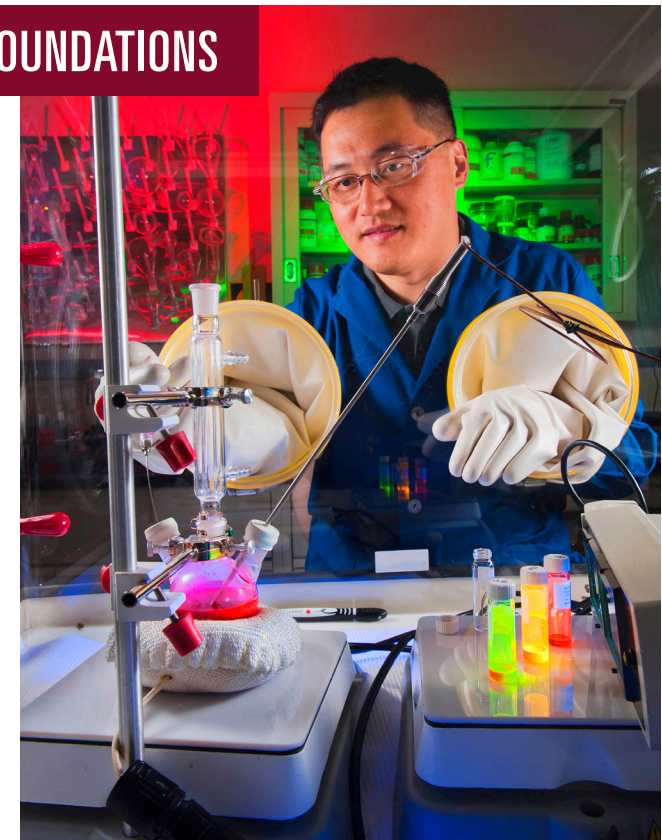
Committed to science with the mission in mind, Sandia creates innovative, science-based, systems engineering solutions to our nation's most challenging national security problems.

INTERNATIONAL, HOMELAND, NUCLEAR SECURITY

We provide the most effective and efficient technologies and enterprise-level solutions to the nation's highest-priority risks associated with weapons of mass destruction and catastrophic incidents.



RESEARCH FOUNDATIONS



SANDIA NATIONAL LABORATORIES

ECONOMIC IMPACT | 2015

The data in this brochure comes from Sandia's corporate financial system for payments made in the fiscal year beginning October 1, 2014, and ending September 30, 2015. The following charts and explanations expand on the financial impact of Sandia's spending. *(Note: all numbers are rounded)*



Jolyn Maheras

Director, Supply Chain

"Collaboration with the supplier community is key to Sandia's mission success. The numbers on the following pages demonstrate our commitment to successful partnerships."

Total Laboratory Expenditures

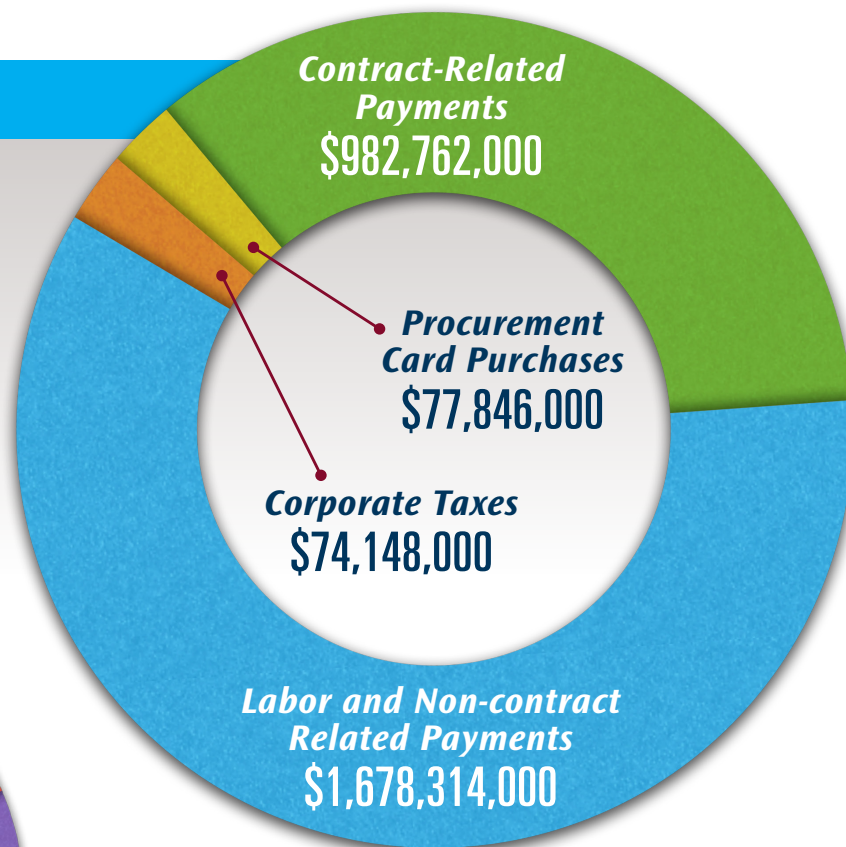
\$2,813,070,000

Contract-Related Payments

Represents dollars paid to purchase goods and services.

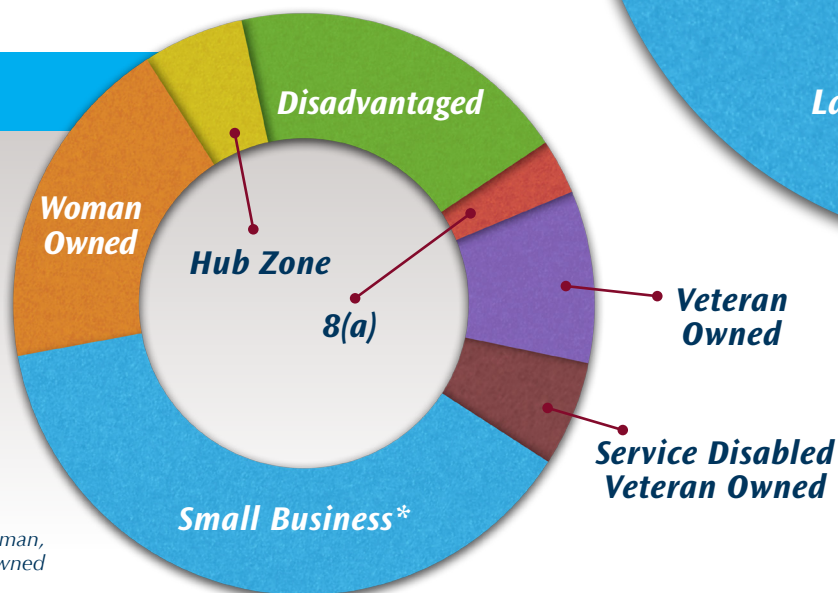
Corporate Taxes

Sandia paid \$69,553,000 to the State of New Mexico in gross receipts and corporate taxes and \$3,348,000 to the State of California in corporate taxes.



Total Small Business

\$519,330,000



**nonminority, nonwoman, nonveteran owned*

Contract-Related Payments

	<i>Total</i>	<i>New Mexico</i>	<i>California</i>
Small Business	\$519,330,000	\$258,970,000	\$83,794,000
Other than Small Business	\$463,432,000	\$122,914,000	\$41,723,000
Total	\$982,762,000	\$381,884,000	\$125,517,000
Small Business*	\$197,323,000	\$65,171,000	\$50,274,000
Woman Owned Small Business (WOSB)	\$97,677,000	\$72,352,000	\$11,806,000
HUB Zone Small Business	\$29,373,000	\$18,913,000	\$0
Small Disadvantaged Business (SDB)	\$99,062,000	\$67,282,000	\$8,396,000
8(a)	\$15,883,000	\$10,518,000	\$15,000
Veteran Owned Small Business (VOSB)	\$49,635,000	\$17,874,000	\$7,787,000
Service Disabled Veteran Owned Small Business (SDVOSB)	\$30,377,000	\$6,860,000	\$5,516,000

New Mexico

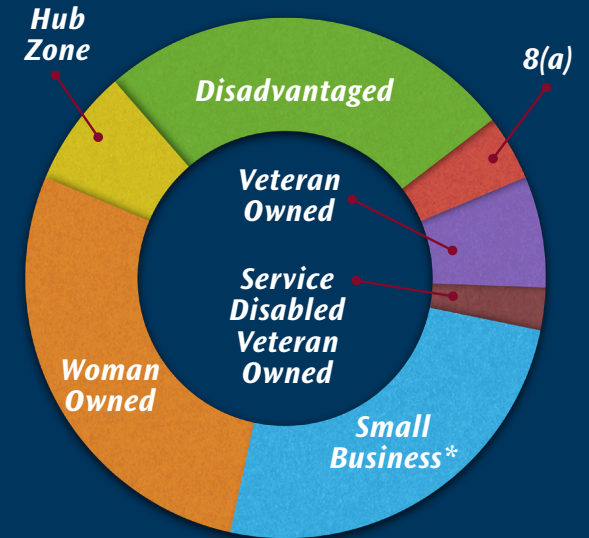
New Mexico Total Contract Payments	\$381,884,000
As a Percent of Total Contract Payments	39%
New Mexico Total Small Business Payments	\$258,970,000
As a Percent of Total Small Business Contract Payments	50%
As a Percent of Total New Mexico Contract Payments	68%
New Mexico P-Card	\$13,289,000
As a Percent of Total P-Card	17%

California

California Total Contract Payments	\$125,517,000
As a Percent of Total Contract Payments	13%
California Total Small Business Payments	\$83,794,000
As a Percent of Total Small Business Contract Payments	16%
As a Percent of Total California Contract Payments	67%
California P-Card	\$16,443,000
As a Percent of Total P-Card	21%

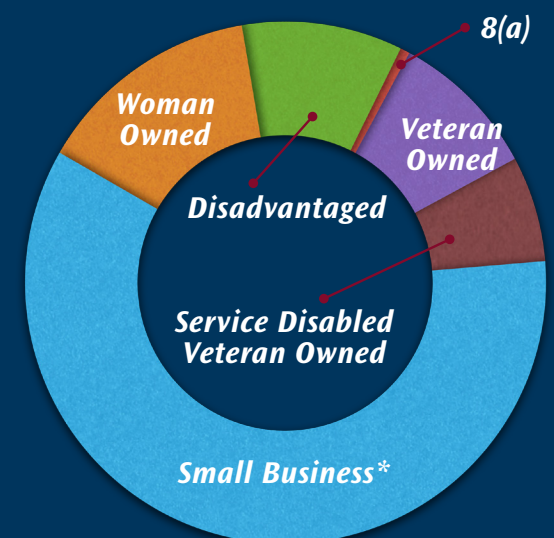
NM Small Business

\$258,970,000



CA Small Business

\$83,794,000



SANDIA'S EMPLOYMENT

In FY2015, 363 of Sandia's 1,969 new hires graduated from a New Mexico university and 120 from a California university. More than 654 students participate in year-round internships, 593 at the New Mexico site and 61 at the California site.

11,500
Sandia Employees

6,300+
Advanced Degrees

6,000+
*Scientists, Engineers
& Technologists*

1,969
New Hires



COMMUNITY INVOLVEMENT

Community Involvement is an integral part of Sandia's culture. Sandia employees donated more than \$6.5 million through the United Way of Central New Mexico to nonprofits in New Mexico, California, and the nation. Lockheed Martin, on behalf of the Labs, invested more than \$1.4 million in NM and CA charitable organizations, providing Science, Technology, Engineering and Math (STEM) education, support for veterans, and help to our neighbors in meeting their basic human needs. Sandia employees logged



more than 92,000 volunteer hours and completed our 14th Habitat for Humanity house.

The Labs supported STEM education through programs reaching more than 12,000 students including Family Science Nights, Family Math Nights, DOE Science Bowls, the NM Electric Car Challenge, Manos, Dream Catchers, HM Tech programs, and the Cyber Technologies Academy.

And, Sandia donated 2,341 previously used computers to 34 New Mexico schools.



TECHNOLOGY AND ECONOMIC DEVELOPMENT

The New Mexico Small Business Assistance (NMSBA) Program lets for-profit companies team with Sandia researchers to solve technical challenges. In 2014, Sandia provided \$2.31 million in assistance to 197 New Mexico small businesses in 27 NM counties.

Entrepreneurial Separation to Transfer Technology (ESTT) allows scientists to leave the Labs to launch technology companies or expand existing ones, and guarantees reinstatement if they choose to return to Sandia within three years.

The Sandia Science & Technology Park is a 340-acre technology community adjacent to Sandia and Kirtland Air Force Base where startups and mature companies can collaborate with the Labs on a wide variety of technologies, products, and services.

Intellectual Property and Technology Commercialization

As of October 1, 2015, Sandia showcases

115

newly issued patents for Sandia technologies

272

patent applications filed

619

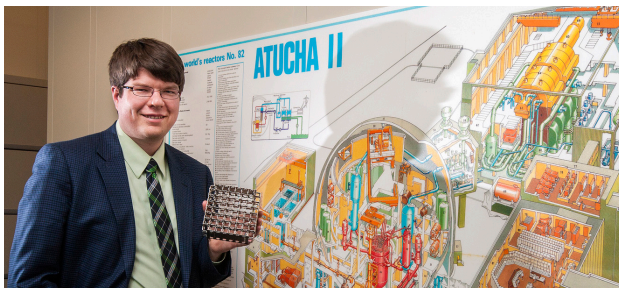
active commercial licenses

197

executed government licenses

In 2015, Sandia boosted its efforts to commercialize results of research and development and intellectual property by partnering with U.S. companies, facilitating local and national economic development.

To explore the Sandia IP portfolio, visit:
ip.sandia.gov



Doing Business with Sandia National Laboratories

Sandia connects with suppliers in a variety of ways. Our Small Business Advocates seek out and identify qualified companies at local and national conferences, community forums, and with government online sourcing tools.



HERE ARE SOME KEY RESOURCES:

Business Opportunities Website, where Sandia buyers list current opportunities for products and services. Suppliers can subscribe to the site and will receive an email advising them of all new opportunities. Go to https://supplierportal.sandia.gov/OA_HTML/snl/AbstractQuery.jsp

Business Point of Contact, a one-stop shop where small and diverse business owners can learn how to work with Sandia. The BPOC provides detailed information on contracting requirements and opportunities. Call 1.800.765.1678 or email supplier@sandia.gov.

System for Award Management, or SAM, www.sam.gov. Suppliers must be registered in SAM in order to do business with Sandia.

U.S. Small Business Administration, www.sba.gov.

North American Industry Classification www.census.gov/eos/www/naics/. Sandia's Small Business Advocates can guide suppliers in the use of NAICS codes.

U.S. Department of Energy Office of Small and Disadvantaged Business Utilization, www.energy.gov/osdbu/office-small-and-disadvantaged-business-utilization

National Nuclear Security Administration (NNSA) Small Business Program, www.nnsa.energy.gov/aboutus/ouoperations/apm/smallbusiness



Become a Supplier

Sandia looks for business partners who demonstrate sustained high performance in cost, quality, safety, and on-time delivery. We value customer-focused companies that are financially healthy, innovative, and responsive. Our suppliers share Sandia's commitment to success in our national security mission.

If you fit the bill, here are some tips on becoming a Sandia supplier:

Do your research: Is Sandia your market? Know who we are, what we buy, and how we buy.

Sell your capabilities: Identify how you are unique in such areas as technical expertise, safety, business acumen, financial strength, quality systems, and prior experience.

Supply best value: Ensure customer satisfaction, provide quality products and services, and continue to improve.

Make contact: Forge relationships, build trust, be persistent, and be patient.

Register your company in www.sam.gov

SANDIA'S FY15 CONTRACTING GOALS

Small Business	52%
Small Disadvantaged Business	10%
Woman Owned	10%
HUBZone	2%
Veteran Owned	4%
Service Disabled Veteran Owned	3%



Don Devoti

Manager, Small Business Utilization

"Sandia succeeds when our suppliers also succeed. My small business and procurement teams work to exceed our contracting and supplier diversity goals through engagement, dialogue, advocacy, and accessibility. Together we raise the bar and achieve mutual success."

Business Point of Contact

www.sandia.gov

Email: supplier@sandia.gov

Phone: 1-800-765-1678



**Sandia
National
Laboratories**

*Sandia National Laboratories is a multi-program laboratory managed and operated by Sandia Corporation, a wholly owned subsidiary of Lockheed Martin Corporation, for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-AC04-94AL85000.
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